# EXHIBIT C

objections and grounds that would require the exclusion of any statement, if any statements

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contained herein were made by a witness present and testifying in court, all of which objections and grounds are reserved and may be interposed at the time of trial.

Defendant's discovery and investigation has proceeded with diligence but it is, nevertheless, incomplete and continuing. Accordingly, the following responses represent Defendant's current knowledge based on information reasonably available to it, and are as complete as Defendant is now required by law and is able to give. The responses do not, however, contain other facts which may be obtained through ongoing factual investigation, review, analysis, discovery and trial preparation. To the extent these Requests may be construed as requesting more detail, or to the extent Plaintiff contends Defendant's responses are inadequate or incomplete, Defendant objects on the grounds that any further responses at this time would be unduly burdensome, oppressive and require a degree of completeness not required by law. Defendant reserves its right to present additional evidence at trial based on information subsequently obtained or evaluated.

Except for explicit facts submitted herein, no incidental or implied admissions are intended hereby. The fact that Defendant has answered or objected to any Request for Production or part thereof should not be taken as an admission that Defendant accepts or admits the existence of any facts set forth or assumed by such Request Production and that such answer or objection constitutes admissible evidence. The fact that Defendant has answered part or all of any Request for Production is not intended, and shall not be construed, to be a waiver by Defendant of all or any part of any objection to any Request for Production.

To the extent that any or all of the Requests call for information or material which was prepared in anticipation of litigation or for trial or for information or material covered by the attorney-client privilege or attorney work-product doctrine or which constitutes information or material which is privileged or related to confidential trade secrets or privacy (including freedom of association and financial privacy), Defendant objects to each and every such Request for Production and thus will not supply or render any information or material protected from discovery by virtue of the work-product doctrine, the attorney-client privilege, or trade secret and/or privacy privileges.

The above-stated objections are hereby made applicable to each and all of these Requests for Production and are hereby, as to each and all of them, incorporated by reference as if fully set forth therein.

## REQUEST FOR PRODUCTION OF DOCUMENTS

#### **REQUEST FOR PRODUCTION NO. 1:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to Your hiring of Michael P. McGrath as an employee of All Risks, Ltd.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 1:**

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks confidential, proprietary or trade secret information. Defendant further objects that this response seeks to violate constitutional, statutory, and/or common law privacy rights of third parties not party to this litigation. Subject to and without waiving the foregoing, Defendant responds as follows: Defendant will produce all documents responsive to this request in its possession, custody, or control that it deems are responsive to this request.

## **REQUEST FOR PRODUCTION NO. 2:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to clients or customers of Crump Insurance Services which You obtained following the termination of Michael P. McGrath's employment with Crump Insurance Services.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 2:**

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks confidential, proprietary or trade secret information. Defendant objects to this request as vague and ambiguous as to the phrase "clients or customers of Crump Insurance Services" make a response impossible without speculation as to the true meaning of the phrase or whether Defendant is actually aware of Crump's clients or customers.

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All documents and electronically stored information from January 1, 2007 through the present, concerning or relating to solicitation of insurance business from any customers or clients of Crump Insurance Services wherein You were provided information about that customer or client from Michael P. McGrath.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 3:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it assumes facts not in evidence. Defendant objects to this request as it calls for a legal conclusion and thereby seeks to violate the attorney-client and attorney work product privileges. Defendant objects to this request as vague and ambiguous as to the phrase "clients or customers of Crump Insurance Services" make a response impossible without speculation as to the true meaning of the phrase or whether Defendant is actually aware of Crump's clients or customers.

#### **REQUEST FOR PRODUCTION NO. 4:**

All documents and electronically stored information from January 1, 2007 through the present, concerning or relating to solicitation of employees of Crump Insurance Services to work with All Risks, Ltd.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 4:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it assumes facts not in evidence. Defendant objects to this request as it calls for a legal conclusion and thereby seeks to violate the attorney-client and attorney work product privileges.

## **REQUEST FOR PRODUCTION NO. 5:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to obtaining Broker of Record letters designating All Risks, Ltd. as a broker of record in place of Crump Insurance Services.

## RESPONSE TO REQUEST FOR PRODUCTION NO. 5:

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks confidential, proprietary or trade secret information. Subject to and without waiving the foregoing, Defendant responds as follows: Defendant will produce any documents responsive to

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this request in his possession, custody or control that relate to clients of Michael McGrath.

#### **REQUEST FOR PRODUCTION NO. 6:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to the dollar amount of business which You believed Michael P. McGrath could bring to All Risks, Ltd. if You were employed by You.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 6:**

Defendant objects to this request is vague and ambiguous and unintelligible, specifically regarding the phrase "which You believed Michael P. McGrath could bring to All Risks, Ltd. if You were employed by You" making a response impossible without speculation as to the true meaning of the phrase. Defendant further objects to the request as it assumes facts not in evidence. Subject to and without waiving the foregoing, Defendant responds as follows: Defendant has performed a diligent and does not have any documents responsive to this request in its possession, custody or control.

## **REQUEST FOR PRODUCTION NO. 7:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to the possible employment of Cindi Marty.

#### RESPONSE TO REQUEST FOR PRODUCTION NO. 7:

Defendant objects to this request as overly broad. Defendant further objects that this response seeks to violate constitutional, statutory, and/or common law privacy rights of third parties not party to this litigation.

#### **REQUEST FOR PRODUCTION NO. 8:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to Menlo Equities LLC insurance business.

## RESPONSE TO REQUEST FOR PRODUCTION NO. 8:

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks information that is neither relevant to this action nor reasonably calculated to lead to the discovery of admissible evidence. Defendant objects to this request as it seeks confidential. proprietary or trade secret information.

Filed 06/18/2008

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CURIALE DELLAVERSON HIRSCHFELD & KRAEMER, LLP

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All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to Alecta Real Estate USA LLC insurance business.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 9:**

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks information that is neither relevant to this action nor reasonably calculated to lead to the discovery of admissible evidence. Defendant objects to this request as it seeks confidential, proprietary or trade secret information.

#### **REQUEST FOR PRODUCTION NO. 10:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to Jay & Carole Hagglund Trust Insurance business.

## RESPONSE TO REQUEST FOR PRODUCTION NO. 10:

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks information that is neither relevant to this action nor reasonably calculated to lead to the discovery of admissible evidence. Defendant objects to this request as it seeks confidential, proprietary or trade secret information.

#### **REQUEST FOR PRODUCTION NO. 11:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to North First Street Properties insurance business.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 11:**

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks information that is neither relevant to this action nor reasonably calculated to lead to the discovery of admissible evidence. Defendant objects to this request as it seeks confidential, proprietary or trade secret information.

#### **REQUEST FOR PRODUCTION NO. 12:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to Brandenburg Staedler & Moore insurance business.

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#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 12:**

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks information that is neither relevant to this action nor reasonably calculated to lead to the discovery of admissible evidence. Defendant objects to this request as it seeks confidential, proprietary or trade secret information.

## **REQUEST FOR PRODUCTION NO. 13:**

All documents which You contend support Your Second Affirmative Defense that the causes of action set forth in the Complaint are barred, in whole or in part, by the doctrine of waiver.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 13:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

## **REQUEST FOR PRODUCTION NO. 14:**

All documents which You contend support Your Third Affirmative Defense that the causes of action in the Complaint are barred, in whole or in part by the doctrine of estoppel.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 14:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

### **REQUEST FOR PRODUCTION NO. 15:**

All documents which You contend support Your Fourth Affirmative Defense that the causes of action in the Complaint are barred, in whole or in part by the doctrine of unclean hands.

Filed 06/18/2008

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Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

#### **REQUEST FOR PRODUCTION NO. 16:**

All document which You contend support Your Fifth Affirmative Defense that the causes of action in the Complaint are barred, in whole or in part by the doctrine of laches.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 16:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

#### **REQUEST FOR PRODUCTION NO. 17:**

All documents which You contend support Your Sixth Affirmative Defense that the causes of action in the Complaint are barred by the applicable statute of limitations.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 17:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

## **REQUEST FOR PRODUCTION NO. 18:**

All document which You contend support Your Seventh Affirmative Defense that the causes of action in the Complaint are privileged by legitimate business necessity and/or other reasons.

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## RESPONSE TO REQUEST FOR PRODUCTION NO. 18:

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

#### **REQUEST FOR PRODUCTION NO. 19:**

All documents which You contend support Your Eighth Affirmative Defense that the agreement alleged in the Complaint is void or voidable for lack of consideration.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 19:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

## REQUEST FOR PRODUCTION NO. 20:

All documents which You contend support Your Ninth Affirmative Defense that the agreement in the complaint is in illegal and/or contravention of public policy.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 20:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

## **REQUEST FOR PRODUCTION NO. 21:**

All documents which You contend support your Tenth Affirmative Defense that the agreement alleged in the Complaint is void under California Business & Professions Code section 16600.

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## **RESPONSE TO REQUEST FOR PRODUCTION NO. 21:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

#### **REQUEST FOR PRODUCTION NO. 22:**

All documents which You contend support Your Eleventh Affirmative Defense that the agreement alleged in the complaint fails because it is vague and ambiguous as to material terms.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 22:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

## **REQUEST FOR PRODUCTION NO. 23:**

All documents which You contend support Your Twelfth Affirmative Defense that the imposition of punitive or exemplary damages would violate of the Constitution of the United States of America and the State of California.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 23:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

## **REQUEST FOR PRODUCTION NO. 24:**

All documents which You contend support Your Thirteenth Affirmative Defense that the defendants acted without malice and with a good faith belief in the propriety of their conduct.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 24:**

Defendant objects to this request as overly broad. Defendant further objects to this request as it calls for a legal conclusion and therefore seeks to violate the attorney-client and attorney work product privileges. Subject to and without waiving the foregoing, Defendant responds as follows: Discovery is continuing and Defendant will produce any documents responsive to this request in its possession, custody, or control.

#### **REQUEST FOR PRODUCTION NO. 25:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to policy expiration dates of customers of Plaintiff.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 25:**

Defendant objects to this request as overly broad. Defendant objects to this request as it seeks information that is neither relevant to this action nor reasonably calculated to lead to the discovery of admissible evidence. Defendant further objects that this response seeks to violate constitutional, statutory, and/or common law privacy rights of third parties not party to this litigation. Subject to and without waiving the foregoing, Defendant responds as follows:

Defendant has performed a reasonable and diligent search and does not have any documents responsive to this request in his possession, custody or control.

#### **REQUEST FOR PRODUCTION NO. 26:**

All documents and electronically stored information from January 1, 2007 through September 1, 2007, concerning or relating to efforts made by You to obtain Cindi Marty as an employee of All Risks, Ltd.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 26:**

Defendant objects to this request as overly broad. Defendant objects to this request as it assumes facts not in evidence. Defendant objects to this request as it seeks information that is neither relevant to this action nor reasonably calculated to lead to the discovery of admissible evidence. Defendant further objects that this response seeks to violate constitutional, statutory, and/or common law privacy rights of third parties not party to this litigation.

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#### **REQUEST FOR PRODUCTION NO. 27:**

All documents and electronically stored information from January 1, 2007 through July 1, 2007, provided to You by Michael P. McGrath in order to obtain insurance business.

Page 13 of 45

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 27:**

Defendant objects to this request as overly broad. Defendant objects to this request as it assumes facts not in evidence. Subject to and without waiving the foregoing. Defendant responds as follows: Defendant has performed a reasonable and diligent search and does not have any documents responsive to this request in its possession, custody or control.

#### **REQUEST FOR PRODUCTION NO. 28:**

Any and all list of customers of the Crump Insurance Services.

#### RESPONSE TO REQUEST FOR PRODUCTION NO. 28:

Defendant objects to this request as overly broad. Defendant objects to this request as it assumes facts not in evidence. Subject to and without waiving the foregoing, Defendant responds as follows: Defendant has performed a reasonable and diligent search and does not have any documents responsive to this request in its possession, custody or control.

#### **REQUEST FOR PRODUCTION NO. 29:**

Any and all information provided to You by Michael P. McGrath related to the expiration of insurance for any customer of Crump Insurance Services.

#### **RESPONSE TO REQUEST FOR PRODUCTION NO. 29:**

Defendant objects to this request as overly broad. Defendant objects to this request as it assumes facts not in evidence. Subject to and without waiving the foregoing, Defendant responds as follows: Defendant has performed a reasonable and diligent search and does not have any documents responsive to this request in its possession, custody or control.

#### **REQUEST FOR PRODUCTION NO. 30:**

Any and all information provided to You by Michael P. McGrath related to the polices of insurance for any customer of Crump Insurance Services.

## **RESPONSE TO REQUEST FOR PRODUCTION NO. 30:**

Defendant objects to this request as overly broad. Defendant objects to this request as it

1	assumes facts not in evidence. Subject to an	nd without waiving the foregoing, Defendant responds
2	2 as follows: Defendant has performed a reason	onable and diligent search and does not have any
3	documents responsive to this request in its p	ossession, custody or control.
4	Dated: February 13, 2008	CURIALE DELLAVERSON HIRSCHFELD
5	5	& KRAEMER, LLP
6	6	By: Kristen G. Williams
7	7	Stephen J. Hirschfeld
8	8	Donna M. Rutter Kristen L. Williams
9	9	Attorneys for Defendants MICHAEL P. MCGRATH; ALL RISKS,
10		LTD.
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CURIALE DELLAVERSON HIRSCHFELD & KRAEMER, LLP
ATTORNEYS AT LAW
SAN FRANCISCO

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#### PROOF OF SERVICE

#### STATE OF CALIFORNIA, COUNTY OF SAN FRANCISCO

I am a resident of the United States and a resident of the State of California, over the age of eighteen years, and not a party to the within action. My business address is 727 Sansome Street, San Francisco, California 94111. On February 13, 2008, I served the following document(s) by the method indicated below:

DEFENDANT ALL RISKS, LTD'S RESPONSE TO PLAINTIFF'S CRUMP INSURANCE'S REQUEST FOR PRODUCTION OF DOCUMENTS [F.R.C.P. 34]

- by transmitting via facsimile on this date from fax number (415) 834-0443 the document(s) listed above to the fax number(s) set forth below. The transmission was completed before 5:00 p.m. and was reported complete and without error. Service by fax was made by agreement of the parties, confirmed in writing. The transmitting fax machine complies with Cal. R.Ct 2003(3).
- by placing the document(s) listed above in a sealed envelope(s) with postage thereon fully prepaid, in the **United States mail** at San Francisco, California addressed as set forth below. I am readily familiar with the firm's practice of collection and processing correspondence for mailing. Under that practice it would be deposited in the U.S. Postal Service on that same day with postage thereon fully prepaid in the ordinary course of business. I am aware that on motion of the party served, service is presumed invalid if postal cancellation date or postage meter date is more than one day after date of deposit for mailing in affidavit.
- by sending the documents electronically through email to the address listed below.
- (FEDERAL) I declare under penalty of perjury that the foregoing is true and correct, and that I am employed at the office of a member of the bar of this Court at whose direction the service was made.

Douglas W. Stern Fulbright & Jaworski, LLP 555 South Flower Street, 41<sup>st</sup> Floor Los Angeles, CA 90071

Tel: (213) 892-9200 Fax: (213) 892-9494

I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct, and that I am employed by an officer of a member of the bar of this Court at whose direction the service was made. Executed on February 13, 2008 at San Francisco, California.

VAngelique Pierro

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WOODRUFF SAWYER & COMPANY or June 11, 2007

- TO Crump E&S of San Francisco Insurance Services, Inc
- RE California Teachers Association Difference in Conditions Insurance Company of the West Policy No. XH0216272700 Term: 4/1/07 - 4/1/08

To Whom It May Concern:

This will confirm that as of June 11, 2007, we have appointed Ali Risks Insurance Services, 101 California Street, Suite 3180, San Francisco, CA 94111 as our exclusive surplus lines broker of record with respect to the above policy. This appointment is immediate and rescinds all previous appointments. The authority contained herein shall remain in force until canceled in writing.

This letter constitutes your authority to furnish All Risks Insurance Services with information they may request to facilitate the transition.

Sincerely

Judi Halnes.

Vice President/Account Executive

415-399-6441

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Insurance Services Risk Management Employee Benefits

т 415.391 2141 в 415.989 9923

220 Bush Street, Floor 7 San Francisco, CA 94104

CA License 0329598



June 7, 2007

e: Alecta pensionsforsakring, omsesidigt and Alecta Investment Management

SA, Inc., related entitles or subsidiaries Excess California Earthquake

Glenco Insurance Ltd, Policy #306009XQ-1, Policy Term: 7/1/06-07 Empire Indemnity Ins. Co., Policy #306010XQ-1, Policy Term: 7/1/06-07

To Whom It May Concern:

This will confirm that as of June 7, 2007, we have appointed All Risks Insurance Services, 101 California Street, Suite 3180, San Francisco, CA 94111 as our exclusive surplus lines broker of record with respect to the above policies. This appointment is immediate and rescinds all previous appointments. The authority contained herein shall remain in force until canceled in writing.

This letter constitutes your authority to furnish All Risks Insurance Services with information they may request to facilitate the transition.

Sincerely,

Paul Lockie Vice President 415-402-6545

plockle@wsandco.com

htl

cc: Mercedes Yazdani, Woodruff-Sawyer & Co., SF

Insurance Services Risk Management Employee Benefits

r 415.391 2141 r 415.989.9923

220 Bush Sireet, Floor 7 San Francisco, CA 94104

CA License 0329598 ah assuzza global e ibn parvier



June 11, 2007

TO Whom It May Concern

RE California Pacific Commercial Corporation Difference in Conditions Program Mt Hawley Insurance Co. Policy No. MDC0302557 (\$2M Primary) Westchester Surplus Lines Policy No. I20674258 002 (\$3M xs \$2M and \$4M xs \$20M) Arch Specialty Insurance Co. Policy No. ESP0016481 00 (\$5M xs \$5M)
Endurance American Specialty Policy No. CPN10000185700 (\$10M xs \$10M) Term: July 1, 2006 - 2007

This will confirm that as of June 11, 2007, we have appointed Ali Risks Insurance Services, 101 California Street, Suite 3180, San Francisco, CA as our exclusive surplus lines broker of record with respect to the above policles. This appointment is immediate and rescinds all previous appointments. The authority contained herein shall remain in force until canceled in writing.

This letter constitutes your authority to furnish All Risks Insurance Services with Information they may request to facilitate the transition.

Sincerely,

/ld

doda Donley Sr. Account Manager (415) 399-6412

ldonlay@vsandco.com

Insurance Services Risk Management **Employee Benefits** 

r 415 391 2141 r 415 989 9923

220 Bush Street, Floor 7 San Francisco, CA 94104

CA License 0329598 AB ASSUREX CLOBAL & IBN PARTHER



June 4, 2007

TO Whom It May Concern

RE Brandenburg, Staedler & Moore Difference in Conditions (Earthquake & Flood) Program Term: July 1, 2007 - 2008

Trader's & Pacific Insurance Co. Policy No. CPN10000209-00 - \$5M xs \$5M Hudson Specialty Policy No. HS10579 - \$5M p/o \$10M xs \$10M Underwriters at Lloyd's Policy No. UAL26252 - \$5M p/o \$10M xs \$10M Essex Insurance Co. Policy No. ESPW4624 - \$5M xs \$20M Westchester Surplus Policy No. 12067653A-001 - \$10M xs \$25M Empire Indemnity Policy No. 306791F-1 - \$5M xs \$35M Mt. Hawley Insurance Co. Policy No. MDC0302597 - \$5M xs \$40m Traders & Pacific Policy No. CPN10000210-00 - \$5M xs \$45M Empire Indemnity Insurance Co. Policy No. 306791F-1 - \$20M xs \$50M

This will confirm that as of June 4, 2007, we have appointed All Risks Insurance Services, 101 California Street, Suite 3180, San Francisco, CA 94111 as our exclusive surplus lines broker of record with respect to the above policies. This appointment is immediate and rescinds all previous appointments. The authority contained herein shall remain in force until canceled in writing.

This letter constitutes your authority to furnish All Risks Insurance Services with information they may request to facilitate the transition.

Sincerely,

Linda Donley

Risk Management **Employee Benefits** 

Sr. Account Manager (415) 399-6412

Idonley@wsandco.com

т 415.391 ZI41

F 415.989,9923

220 Bush Street, Floor 7 San Francisco, CA 94104

Insurance Services

CA License 0329598 ah assurex global 6 ibii paryner

#### MN-5-5-07

From:

Sent:

Wednesday, May 02, 2007 3:27 PM

To:

Nick Cortezi

RE: Tri City Subject:

Absoluelty. Remember to congratulate him on broker of year.

## Redacted

---Original Message---

Nick Cortezi From:

Sent: Wednesday, May 02, 2007 03:25 PM Eastern Standard Time

Matt Nichols To:

RE: Tri City Subject:

McGrath? You want me to call him? Nick

Nick Cortezi All Risks, Ltd. 10150 York Road, 5th Floor Hunt Valley, MD 21030 Phone- 410-828-5810 ext. 3013 Fax- 410-828-8179 ncortezi@allrisks.com

# Redacted



وسي در در هاري در پيز تحقيق هرين ۾ انهاءَ اوليه واپيده تاريخه دي.

June 4, 2007

TO Whom It May Concern

RE North First Street Properties Difference in Conditions (Earthquake & Flood) Mt. Hawley Insurance Co. (75%)/Aspen Specialty Insurance Co. (25%) Policy No. MCD0300813 - \$3,315,125 Limit Term: July 8, 2007 - 2008

This will confirm that as of June 4, 2007, we have appointed All Risks Insurance Services, 101 California Street, Suite 3180, San Francisco, CA 94111 as our exclusive surplus lines broker of record with respect to the above policy. This appointment is immediate and rescinds all previous appointments. The authority contained herein shall remain in force until canceled in writing-

This letter constitutes your authority to furnish All Risks Insurance Services with Information they may request to facilitate the transition.

Sincerely,

Linda Donley

Sr. Account Manager

(415) 399-6412

Idoniey@wsandco.com

Insurance Services Risk Management **Employee Benefits** 

τ 415 391 2141 ε 415.989 9923

220 Bush Street, Floor 7 San Francisco, CA 94104

CA License 0329598 AN ASSUREX GLOBAL & 18H PARTITER

# Redacted

ALL000007

MN-6-5-07

From:

Matt Nichols

Sent:

Tuesday, May 22, 2007 7:02 PM

To:

Paul Bildsoe

Subject:

RE: McGrath

Still working on it. Call me in a.m. On your way in.

Original Message
From: Paul Bildsoe
Fent: Tuesday, May 22, 2007 06:02 PM Eastern Standard Time
To: Nick Cortezi; Matt Nichols

Subject: McGrath

Any word from Mr. McGrath yet?

Paul

Page 1 of 3

#### MN-6-5-07

From: Matt Nichols

Sent: Tue:

Tuesday, May 22, 2007 3:44 PM

To: Marcus Payne

Subject: FW:

as requested.....

**From:** Nick Cortezi

Sent: Tuesday, May 22, 2007 12:27 PM

To: Matt Nichols Subject: FW:

FYI- will discuss when I return, nick

Nick Cortezi CEO All Risks, Ltd. 10150 York Road, 5th Floor Hunt Valley, MD 21030 Phone- 410-828-5810 ext. 3013 Fax- 410-828-8179 ncortezi@alfrisks.com

From: Michael McGrath [mailto:mcgrath.m@sbcglobal.net]

Sent: Tuesday, May 22, 2007 11:45 AM

To: Nick Cortezi Subject: RE:

#### Nick:

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Does not make sense for us to move anywhere if the years and salaries are not guarenteed.

12/5/2007

Couple of thoughts on paper.....

Regards,

Mike

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From: Michael McGrath [mailto:mcgrath.m@sbcglobal.net]

Sent: Monday, May 07, 2007 2:52 PM

To: Nick Cortezi

Subject:

Nick

Good to go with Reducted on the 16th at Cosmo's -Gish. Couple of items

Years-5 year firm/6 preferred(my own comfort) If bought out I can cash out (paid in full)

Deferred compensation(you have the amount and shares of current company\*\*need to consider\*\* Not interested in taking a cut in pay. The latter amount suggested is min, on our conversation. Some things to look forward too. If does not look good then no problem. Let me know so we are not sitting at the table by ourselves.

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## Michael McGrath

**Executive Vice President** Crump Insurance Services - San Francisco 415-537-2308(direct) 415-986-4553(Fax)

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12/5/2007

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Page 3 of 3

12/5/2007

Page 1 of 2

#### NC-6-5-07

From:

Nick Cortezi

Sent

Tuesday, May 22, 2007 4:48 PM

To:

'Michael McGrath'

Subject: RE:

#### Mike-

Thanks for the smail- I appreciate you following up when you promised that you would. I'd like to talk through this with you, I am about to wrap up early today- any chance we could catch up tomorrow morning?

I will be in the office around 9:30. Please try me at 800-366-5810 X3013 or my cell 443-838-0263.

Thanks-hope to speak with you tomorrow.

Nick Cortezi CEO All Risks, Ltd. 10150 York Road, 5th Floor Hunt Valley, MD 21030 Phone- 410-828-5810 ext. 3013 Fax- 410-828-8179 ncortezi@allrisks.com

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Page 2 of 2

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#### MN-3-30-07

From: Sent: Dawn D'Onofrio [ddonofrio@allrisks.com] Wednesday, May 18, 2005 10:26 PM

To: Subject: Matt Nichols Update

# Redacted

2. Great news about Mike McGrath- He truly is an outstanding candidate and what a personality - someone you could really work with and have fun. I would will try to catch up with him and have lunch. He returned my call a few days later, now it is my turn.

# Redacted

Dawn E. D'Onofrio P&C Manager All Risks of CA Insurance Services, LLC 1000 Broadway, Suite 320 Oakland, CA 94607 800-451-9680 x 105 Phone 415/806-0733 Cell

510/268-3284 Fax OR E-Fax: 562/252-0255 SL License #0E63424/Indiv #0B29514

Page 1 of 4

#### NC-6-5-07

From:

Nick Cortezi

Case 3:07-cv-04636-MMC

Sent:

Wednesday, May 23, 2007 4:57 PM

To:

**Matt Nichols** 

Subject: would you proof this overnight and give me some feedback? Rough Draft

We will guarantee you and Reducted at the following salaries for 6 years:

You-Redacted Redacted

The employment contract will require you to exercise your best efforts on our behalf, and the only provisions that might waive our obligation to pay would be disability (we would put the same long term disability in place that you have now-let us know the details), death (we will put insurance policies in place to offset our obligation to you which would pay your estates in the event that you expire before the agreement does), and for cause (which will be described in detail and relate specifically to illegal or criminal actions that either of you may take which jeopardize your abilities to work in the business). Reducted will report to you, and the one codicil is that her guarantee will able to be waived by you in the event that you determine that she is not meeting your expectations.

We will pay a sign on bonus of Redacted in the form of an interest free loan to you which will be forgiven over the next 6 years at Reducted 'per year. In the event that you leave the contract either voluntarily or as a result of the disability, death of for cause, you will have to repay us the portion of the note which has not been forgiven.

We will pick up reasonable parking, gas, club dues, etc. I trust that you will be fair with us.

Your role will be Property Practice Leader- West Coast. Redact will join us as a Senior Broker. We don't do the title thing and we recognize our brokers as Brokers or Senior Brokers. Once an individual broker exceeds Redacted h retained, they are made a VP of the company in an non administrative sense, but in the interests of fairness, they have to do it while at All Risks.

From a P&L standpoint, you will be a curve out direct to Home office. This insulates you and Paul from the pressure on his P&L in the first years. When things work out financially over the coming years, we will look to roll it into the San Fran P&L, so that it is a win win for everyone.

Our office at 101 California has two great offices available for you and Redacte best views in the company, countrywide).

Bonus over and above salary will be earned as follows:

Year I- 25% of Revenues over \$

Year 2- 25% of Revenues over \$ Redacted

Year 3-25% of Revenues over \$

Support salaries and support bonus would be subtracted from Bonus amounts to determine the final bonus amount. We would not be deducting for reasonable travel and entertainment.

Years 4,5,6 we have two options that we can make available to you-

We guarantee your salaries 100%. Years 4,5,6 your bonus is based on the Broker Romas plan (which is in force country wide). A copy is attached. In essence we would pay you 45% of revenues less Redected (your and Redecte fixed costs) less support costs (your additional support salaries and support bonus)- any overage would be your bonus. In no event would this number . be less than the Redacted that represents your salaries combined. Note that our bonus plan increases the % paid to you to 47.5% once your exceed Redacted and this goes back to the first dollar. When you break 2MM, this generates immediate and meaningful juspact.

Page 2 of 4

Option 2-

We agree to pay your salaries dollar for dollar up to Redacted

Redacted in revenue, you are guaranteed your salaries. If you fall short of Redacted on revenue, you would split proportionally the revenue on the same split that your salaries currently represent (73% to you, 27% to Redacte The upside is that we would add another 5% to the broker bonus plan which would take you to 50% if you are between 1 million and 2 Million total in revenues, and 52.5% if you exceed Redacted in revenues.

The attached Excel spreadsheet outlines how these would work.

Our broker bonus plan is much stronger than Crumps, and this should help us us we look to hire new brokers. I believe that if you and Redact are confident that you will write Redacted in revenues years 4-6, the decision to go with option 2 is pretty compelling. Regardless, it's pretty much a push for us either way and we will support your decision.

I think that this is what you asked for- and if I remember my Prisms course, I did upfront close on you! As you can see, we are reinventing the rule book to make this work. We want you two on the team- we believe that you will be a great fit with our people, and that together, we can have a lot of fun and make some great things happen over the next 15-20 years. I hope to get to work with you soon!

Nick Cortezi CEO All Risks, Ltd. 10150 York Road, 5th Floor Hunt Vulley, MD 21030 Phone-410-828-5810 ext. 3013 Fax-410-828-8179 nicortexi@allrisks.com

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Page 4 of 4

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#### EMPLOYEE HANDBOOK ACKNOWLEDGEMENT FORM

The employee handbook has been developed as a reference guide to assist employees in understanding company policies. The handbook is available to all employees on our corporate intranet site or by hard copy upon request to the Human Resources Manager.

#### ACKNOWLEDGEMENT AND AUTHORIZATION

I understand that the employee handbook describes important information about All Risks, Ltd. (the "Company") and that I should consult my Manager or the Human Resources Manager regarding any questions not answered in the handbook. I also understand that it is my responsibility to read the handbook, and to ask questions about anything contained in the handbook that I do not understand.

I further understand that the provisions of the handbook are subject to change at the discretion of the Company without prior notice to employees and that any revisions to policies in the handbook supersede previous policies. Changes will be communicated through revisions to the handbook found on the Company's Intranet site.

I acknowledge that this handbook does not create a contract between the Company and me, nor are the policies expressed in this handbook contractual in nature. Nothing in this handbook, or in the acknowledgement form, changes the at-will status of my employment with the Company. I understand that I am free to terminate my employment at any time with or without notice to the Company, and that the Company retains a similar right to terminate my employment at any time.

My signature below confirms that I know where to find a copy of the handbook, that I have read it, that I understand it, and that I will comply with the policies contained in the handbook and with any revisions made to it.

DIADI OVDDIG GICKI ATTIDIT

DATE

Revised 4/1/04, 8/3/04

# PROPERTY AND EQUIPMENT RESPONSIBILITY ACKNOWLEDGEMENT AND AUTHORIZATION FOR DEDUCTION FROM WAGES

I hereby acknowledge that I am personally responsible for any and all personal charges as they accrue during the course of my employment with my employer, All Risks, Ltd. These personal charges include, but are not limited to, long distance telephone calls, facsimile charges, photocopying charges, authorized personal charges made to All Risks' credit card, amounts advanced for educational purposes to which All Risks is entitled to reimbursement under its educational assistance policies, amounts advanced for business expenses to which All Risks is entitled to reimbursement, charges for damaged or unreturned property or equipment of All Risks, or charges for my nersonal use of other office services or supplies.

I further acknowledge that I am personally responsible for any and all equipment and property of All Risks, where such property has been entrusted to me. This property and equipment may include, but is not limited to, a cellular telephone, laptop computer, manuals, building keys, and access key cards. I acknowledge that if any such property is lost or damaged, or is not returned by me upon demand or upon termination of employment, I shall be personally responsible for paying for all costs of replacing such property. The decision to replace such property shall be at the sole discretion of All Risks.

I hereby authorize All Risks to deduct any and all personal charges, the costs of replacing any lost, damaged or unreturned property, and any overdrawn PTO time from any paycheck due me, including my final paycheck that would be due me upon termination of my employment with All Risks. I further understand that if the monies due me in my final paycheck are insufficient to repay All Risks in full for the cost of reimburgement or of replacing said property, charges or overdrawn PTO time, I will remain obligated, to All Risks for these costs after my termination of employment, and I hereby agree to reimburge All Risks for any and all remaining amounts due.

Employee Signature

Print Name

Date

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Employee Signature

Michael MBrath

Date

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## EMPLOYMENT AL LICATION

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No promises regarding employment undorstand that no such promises or company unless made in willing and company.	employment, I hereby Report, which I unden worthiness, credit star personal characteristic information from credit	authorize All stand may ind iding, credit o is, or mode o I bureaus, co	Pilsks, Lid. to blude informa apacity, char If living, This art record rec	o procure a dilon regardir nucler, gener report may to nositorina di	Consumer ng my credit al reputation, ne compiled with	
b. If employed, I agree to conform to the Ltd., its affiliales and subsidiaries (on understand that if hired I will be an at and componsation can be templated without notice, at the option of either understand that this employment app employment.	governmental occupal personal references, a I hava voluntarily supp accumte disclosure of the extent such investi general repulation, per without reservation, an	motor vehicles, past or present employers and educational institutions, governmental occupational licensing or registration entitles, business or personal references, and any other source required to verify information that I have voluntarily supplied. I understand that I may request a complete and accumate disclosure of the nature and scope of the background verification; the extent such investigation includes information bearing on my character, general reputation, personal characteristics or mode of living. I authorize without reservation, any party or apency contacted to furnish the above				
c. All applicants who are "disabled" as one Disabilities Act ("ADA") or in applicable All Risks, Ltd. of any reasonable accorder to perform the essential function applied.	mentioned information responsibility for doing original fax, or copy for 3. I authorize the investigations are investigating the investigation or control or copy for the investigation or copy for copy	mentioned information and release all parties involved from liability and responsibility for doing so. This authorization and consent shall be valid in original, fax, or copy form.  3. I authorize the investigation of any or all statements contained in this				
d. The immigration Reform and Control individual hired be authorized to work that if offered employment I will be restocumentation of my work eligibility as	application. I also authorize, whether listed or not, any person, school, current employer, past employers and organizations to provide relevant information and opinions that may be useful in making a bring decision. I release such persons and organizations from any logal Pability in making such statements.					

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#### Karen Clark

From:

Li Na Goins

Sent:

Friday, June 22, 2007 8:37 AM

To: Subject: Karen Clark RE: M McGrath

Karen

It was already done via accounting. Remember that is why you had to bak it out.

Li Na Goins

----Original Message----

Karen Clark

Sent: Friday, June 22, 2007 07:46 AM Eastern Standard Time To: Li Na Goins

M McGrath Subject:

Do we need to process the sign on bonus this pay so that Nick will have it for early July? Or were we going to process that as a check request through Accounting with a GTN only through payroll?

Karen Clark HR Associate All Risks, LTD 10150 York Road, 5th Floor Hunt Valley, MD 21030 410-828-5810 ext. 3532 "Get It Done Right. Now."

#### PROOF OF SERVICE

#### STATE OF CALIFORNIA, COUNTY OF SAN FRANCISCO

I am a resident of the United States and a resident of the State of California, over the age of eighteen years, and not a party to the within action. My business address is 727 Sansome Street, San Francisco, California 94111. On March 25, 2008, I served the following document(s) by the method indicated below:

> PRODUCTION OF DOCUMENTS IN RESPONSE TO PLAINTIFF'S REQUEST FOR PRODUCTION, SET ONE BATES LABELED ALL000001 through ALL000028 by transmitting via facsimile on this date from fax number (415) 834-0443 the

document(s) listed above to the fax number(s) set forth below. The transmission

was completed before 5:00 p.m. and was reported complete and without error. Service by fax was made by agreement of the parties, confirmed in writing. The transmitting fax machine complies with Cal. R.Ct 2003(3).
by placing the document(s) listed above in a sealed envelope(s) with postage thereon fully prepaid, in the United States mail at San Francisco, California addressed as set forth below. I am readily familiar with the firm's practice of
collection and processing correspondence for mailing. Under that practice it would be deposited in the U.S. Postal Service on that same day with postage thereon fully
prepaid in the ordinary course of business. I am aware that on motion of the party served, service is presumed invalid if postal cancellation date or postage meter date

X by sending the documents electronically through email to the address listed below.

is more than one day after date of deposit for mailing in affidavit.

X (FEDERAL) I declare under penalty of perjury that the foregoing is true and correct, and that I am employed at the office of a member of the bar of this Court at whose direction the service was made.

Douglas W. Stern Fulbright & Jaworski, LLP 555 South Flower Street, 41st Floor Los Angeles, CA 90071 dstern@fulbright.com

Tel: (213) 892-9200 Fax: (213) 892-9494

I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct, and that I am employed by an officer of a member of the bar of this Court at whose direction the service was made. Executed on March 25, 2008 at San Francisco, California.